



2020 INNOVATION SHOWCASE – SPEAKERS BRIEF

1. You will have **ONLY** five minutes to pitch your innovation. There will be a clock counting down to zero for you and the audience.
2. There will be only one prize for **Best Overall Innovation**, which can equally be a technological solution, process or concept. Subject to the calibre of the pitches and the status of the innovations on their journey to fruition, there may be one additional prize awarded – a Merit.
3. You will be able to use any means for the pitch; presentation or other.
4. There will be **five votes** received for each pitch. One each for the four panel judges, plus one Audience vote (through the app).
5. The Panel Judges will be looking to determine the winner based on four criteria:
 - a. **Applicability** – tested in NZ (or worldwide) and avenue/route to market in NZ. Higher score if evidence of application in NZ.
 - b. **Approach** – Is the innovation holistic in nature (if so attain a higher score) or a game changer if singularly focussed? Higher score if holistic in nature or a game changing approach to a single element of the stormwater industry.
 - c. **Uniqueness** – anything similar in industry from your experience/knowledge or is it a new take on an existing problem. Higher score for being more unique!
 - d. **Value v Reach** – adding value, is it accessible easily? What is the price point or effort that can. Higher score for low cost or accessible approach/technology.
6. The judges will rank the innovations from 1 – 5. So each judge will score 1 for their view of the Best based on the criteria above. The Audience will just vote for their favourite innovation.
7. The winner will be the innovation with the lowest score when the five votes are combined.
8. The event will last 45 mins, including for five minutes each for your pitches and at least 10 minutes of panel-led (or audience) questions across all finalists.
9. The overall winner will have 4 x judges votes worth 22.5% each and the audience vote worth 10%.